

# LOS ANGELES CONFIDENTIAL

THE FASHION ISSUE

**EXCLUSIVE!**

## PROJECT Heidi

THE SUPERMODEL ON  
MOTHERHOOD AND  
MOVING *RUNWAY* TO LA

**HOW BOBBY  
KOTICK AND  
GUITAR HERO  
CHANGED  
THE WORLD**

LAUREN  
CONRAD'S  
OBSESSIONS

**FALL  
FASHION  
MUSTS  
FROM THE  
EXPERTS**

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**PLUS**  
CAMILLA BELLE, BERT FIELDS,  
GIGI LEVANGIE GRAZER,  
CHANEL IMAN, **NANCY O'DELL**,  
ROSEARK'S KATHY AND RICK ROSE,  
SHIVA ROSE, **CHRISTIAN SIRIANO**, RACHEL ZOE

## Face Off

PRESIDENTS  
OF RESIDENCE

These top realtors will show you there's no place like home. *By Ben Bloch*



Rick Hilton

### Coldwell Banker Residential Brokerage

#### THE LOWDOWN

The company operates 37 branch offices in Los Angeles, Santa Barbara and Ventura Counties.

#### DATE OF BIRTH

Founded in 1906 in San Francisco by Colbert Coldwell and Benjamin Banker, who brought the company to Los Angeles in 1924.

#### AT THE HELM

Betty Graham, president and chief operating officer

#### TOP PROPERTIES

The Spelling Manor in Holmby Hills, \$150 million

#### NUMBER OF REALTORS

2,250 realtors throughout Los Angeles, Santa Barbara and Ventura Counties

#### FORECAST FOR THE YEAR AHEAD

"Your guess is as good as mine," says Graham, "but I can tell you Los Angeles real estate is a resilient commodity. We have the best weather in the world. Good weather attracts talent."

#### SPECIALTY

32 percent of the active listings are on the Westside. "One of the reasons we have maintained a stronghold on the affluent market is our discretion," says Graham.

#### FOR MORE INFORMATION

800-500-4053; californiamoves.com



### Hilton & Hyland

#### THE LOWDOWN

The firm is the exclusive affiliate of Christie's Great Estates in Los Angeles.

#### DATE OF BIRTH

1989

#### AT THE HELM

Cofounders Rick Hilton, chairman, and Jeff Hyland, president

#### TOP PROPERTIES

Fleur de Lys on North Carolwood in Holmby Hills, \$125 million; the landmark Pickfair in Beverly Hills, \$60 million; Cher's Italian Renaissance Malibu villa, \$45 million

#### NUMBER OF REALTORS

82 active realtors work out of

the Beverly Hills office, including Chad Rogers from Bravo's *Million Dollar Listing* and, of course, Mr. Hilton himself.

#### FORECAST FOR THE YEAR AHEAD

Though prices are down and short pays and foreclosures affect commissions, company sales-dollar volume is holding compared to last year due to higher agent productivity and large sales transactions.

#### SPECIALTY

Many homes represented by Hilton & Hyland are historically or architecturally significant.

#### FOR MORE INFORMATION

310-278-3311; hiltonhyland.com

### Prudential California Realty

#### THE LOWDOWN

Prudential California Realty is the largest franchise of the Prudential Real Estate Network. With more than \$12 billion in annual sales, it is ranked among the top-five brokerages in the nation.

#### DATE OF BIRTH

1985

#### AT THE HELM

Tom Dunlap, Prudential California Realty VP and general manager of the greater Los Angeles region, works out of the Beverly Hills office. Earl Lee, president of Prudential Real Estate and Relocation Services Inc., works out of the corporate headquarters in Irvine.

#### TOP PROPERTIES

Estate with eight bedrooms and 14 baths in Bel Air, \$17.5 million; European villa in Beverly Hills set on two acres in the prestigious gated community of Bella Vista, \$12.9 million

#### NUMBER OF REALTORS

110 in the Beverly Hills office and more than 3,200 in Southern California

#### FORECAST FOR THE YEAR AHEAD

"Many of the Westside communities are showing signs of recovery," says Dunlap. "Prices have adjusted to levels that have sparked renewed interest and perceived value to buyers. Challenges will remain throughout 2009, but I am confident a sense of normalcy will return in 2010."

#### SPECIALTY

Residential and commercial real estate and relocation services, with a focus on affluent markets, second and resort homes, "green" markets and more

#### FOR MORE INFORMATION

prucalifornia.com

### Sotheby's International Realty

#### THE LOWDOWN

Sotheby's was originally founded as a real estate service for discerning clients of Sotheby's auction house.

#### DATE OF BIRTH

1976

#### AT THE HELM

Frank Symons, executive vice president and chief operating officer of the western region, who works out of the Beverly Hills office

#### TOP PROPERTIES

Hummingbird Nest Ranch in Simi

Valley (about 40 minutes from Beverly Hills), \$75 million. A "green" facility, the ranch gets most of its energy and water from solar panels and natural wells. It includes a 123-acre ranch, thousands of acres of parkland, a Richard Robertson-designed Mission Revival-style mansion and substantial equestrian facilities.

#### NUMBER OF REALTORS

13 Southern California offices with 791 agents in all

#### FORECAST FOR THE YEAR AHEAD

"Sotheby's outlook remains bright," says Symons. "Real estate is an important asset to people, regardless of market conditions."

#### SPECIALTY

Sotheby's International Realty provides brokerage, marketing and consulting services for distinctive properties, including estates, ranches and resorts in key metropolitan and resort markets.

#### FOR MORE INFORMATION

sothebyshomes.com/socal

FOR SALE